

Arizona Center for Nature Conservation and Affiliate

Consolidated Financial Statements

June 30, 2025 and 2024

Arizona Center for Nature Conservation and Affiliate

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Independent Auditors' Report

To the Board of Trustees of
Arizona Center for Nature Conservation and Affiliate

Opinion

We have audited the consolidated financial statements of Arizona Center for Nature Conservation and Phoenix Zoo Holdings, LLC (collectively the Organization), which comprise the consolidated statements of financial position as of June 30, 2025 and 2024, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Organization as of June 30, 2025 and 2024, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America (GAAP).

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with GAAP, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings and certain internal control-related matters that we identified during the audit.

Baker Tilly US, LLP

Tempe, Arizona
December 4, 2025

Arizona Center for Nature Conservation and Affiliate

Consolidated Statements of Financial Position

June 30, 2025 and 2024

	2025	2024
Assets		
Current Assets		
Cash and cash equivalents	\$ 7,322,531	\$ 4,013,899
Treasury bills, short-term	25,192,099	31,615,111
Accounts receivable, net of allowance	473,968	299,445
Promises to give, current portion	610,068	727,240
Inventory, net of reserve	115,135	118,897
Prepaid expenses	619,610	806,533
Total current assets	34,333,411	37,581,125
Investments		
Operating investments	3,773,538	3,028,386
Endowment investments	13,233,956	12,044,322
457 deferred compensation plans	2,524,328	1,961,278
Charitable gift annuities	68,224	63,700
	19,600,046	17,097,686
Investments in Limited Liability Companies	73,424	75,417
Operating Lease Right-of-Use Assets	213,413	281,661
Assets Restricted for Long-Term Purposes		
Cash, cash equivalents, and letter of credit	10,299,651	5,072,631
Cash held for endowments	1,374,341	1,041,772
Promises to give, net of discount and allowance	13,180,699	2,506,875
	24,854,691	8,621,278
Property and Equipment, Net	47,531,497	41,815,254
Beneficial Interest in Perpetual Trusts	5,992,591	5,660,567
Other Assets	32,722	34,222
Total assets	\$ 132,631,795	\$ 111,167,210

See notes to consolidated financial statements

Arizona Center for Nature Conservation and Affiliate

Consolidated Statements of Financial Position

June 30, 2025 and 2024

	<u>2025</u>	<u>2024</u>
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	\$ 2,068,203	\$ 1,087,832
Accrued expenses	3,339,642	3,398,566
Deferred revenue	5,330,597	5,259,501
Current portion of operating lease liabilities	<u>71,328</u>	<u>65,934</u>
Total current liabilities	10,809,770	9,811,833
457 Deferred Compensation Liability	2,524,328	1,961,278
Operating Lease Liabilities, Net of Current Portion	<u>149,878</u>	<u>220,968</u>
Total liabilities	<u>13,483,976</u>	<u>11,994,079</u>
Net Assets		
Without donor restrictions:		
Board designated, projects	6,154,881	5,160,736
Board designated, endowment	12,358,312	10,983,764
Undesignated	<u>63,607,136</u>	<u>63,056,732</u>
	82,120,329	79,201,232
With donor restrictions	<u>37,027,490</u>	<u>19,971,899</u>
Total net assets	<u>119,147,819</u>	<u>99,173,131</u>
Total liabilities and net assets	<u>\$ 132,631,795</u>	<u>\$ 111,167,210</u>

See notes to consolidated financial statements

Arizona Center for Nature Conservation and Affiliate

Consolidated Statements of Activities

Years Ended June 30, 2025 and 2024

	2025			2024		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Support and Revenue						
Admissions and memberships	\$ 29,721,447	\$ -	\$ 29,721,447	\$ 29,329,719	\$ -	\$ 29,329,719
Educational services	781,253	-	781,253	713,344	-	713,344
Group services	1,733,542	-	1,733,542	1,893,542	-	1,893,542
Food services	1,490,974	-	1,490,974	1,357,456	-	1,357,456
Retail	3,789,993	-	3,789,993	3,439,937	-	3,439,937
Contributions	2,738,064	21,070,062	23,808,126	4,568,443	4,269,225	8,837,668
Donated materials and services	1,028,218	-	1,028,218	773,196	-	773,196
Special events revenue	452,901	-	452,901	537,324	-	537,324
Special events, contributions	123,473	-	123,473	114,479	-	114,479
Investment income	3,936,765	216,606	4,153,371	3,840,346	230,947	4,071,293
Loss on investments in limited liability companies	-	(1,993)	(1,993)	-	(2,280)	(2,280)
Gain on disposal of fixed assets	2,400	-	2,400	170,003	-	170,003
Change in fair value of beneficial interest in perpetual trusts	-	332,024	332,024	-	296,871	296,871
Other income (expense)	45,594	-	45,594	156,523	-	156,523
Releases from time and purpose restriction	4,561,108	(4,561,108)	-	7,897,977	(7,897,977)	-
	<u>50,405,732</u>	<u>17,055,591</u>	<u>67,461,323</u>	<u>54,792,289</u>	<u>(3,103,214)</u>	<u>51,689,075</u>
Expenses						
Program services	38,770,108	-	38,770,108	34,714,822	-	34,714,822
Management and general	4,661,952	-	4,661,952	4,485,405	-	4,485,405
Fundraising	2,109,368	-	2,109,368	1,910,855	-	1,910,855
Membership	1,756,285	-	1,756,285	1,970,458	-	1,970,458
Costs of direct benefits to donors	188,922	-	188,922	173,126	-	173,126
	<u>47,486,635</u>	<u>-</u>	<u>47,486,635</u>	<u>43,254,666</u>	<u>-</u>	<u>43,254,666</u>
Change in net assets	2,919,097	17,055,591	19,974,688	11,537,623	(3,103,214)	8,434,409
Net Assets, Beginning	<u>79,201,232</u>	<u>19,971,899</u>	<u>99,173,131</u>	<u>67,663,609</u>	<u>23,075,113</u>	<u>90,738,722</u>
Net Assets, Ending	<u>\$ 82,120,329</u>	<u>\$ 37,027,490</u>	<u>\$ 119,147,819</u>	<u>\$ 79,201,232</u>	<u>\$ 19,971,899</u>	<u>\$ 99,173,131</u>

See notes to consolidated financial statements

Arizona Center for Nature Conservation and Affiliate

Consolidated Statement of Functional Expenses

Year Ended June 30, 2025

	Program Services	Supporting Services			Costs of Direct Benefits to Donors	Total
		Management and General	Fundraising	Membership		
Salaries	\$ 20,878,742	\$ 2,059,089	\$ 1,126,301	\$ 649,707	\$ -	\$ 24,713,839
Employee benefits	3,659,526	360,907	197,413	113,878	-	4,331,724
Payroll taxes	1,448,276	142,831	78,127	45,068	-	1,714,302
Professional fees	339,845	383,301	33,315	12,580	-	769,041
Advertising and promotion	419,989	1,137,581	-	769,289	-	2,326,859
Office expense and printing	2,118,502	211,279	256,081	66,617	-	2,652,479
Utilities	1,661,068	4,807	9,207	2,415	-	1,677,497
Travel	110,260	66,702	2,489	11,544	-	190,995
Depreciation	3,523,462	129,134	247,320	64,880	-	3,964,796
Insurance	426,014	27,544	52,754	13,839	-	520,151
Animal collection	1,373,086	-	-	-	-	1,373,086
Cost of event food and product	773,629	-	-	-	188,922	962,551
Repairs and maintenance	549,212	8,768	-	-	-	557,980
Vendor commission	457,210	-	10,605	-	-	467,815
Grants	451,418	-	-	-	-	451,418
Bad debt expense and allowance adjustment	8,760	(41,875)	-	-	-	(33,115)
Other	571,109	171,884	95,756	6,468	-	845,217
Total expenses	<u>\$ 38,770,108</u>	<u>\$ 4,661,952</u>	<u>\$ 2,109,368</u>	<u>\$ 1,756,285</u>	<u>\$ 188,922</u>	<u>\$ 47,486,635</u>

See notes to consolidated financial statements

Arizona Center for Nature Conservation and Affiliate

Consolidated Statement of Functional Expenses

Year Ended June 30, 2024

	Program Services	Supporting Services			Costs of Direct Benefits to Donors	Total
		Management and General	Fundraising	Membership		
Salaries	\$ 18,450,462	\$ 1,920,358	\$ 1,093,041	\$ 827,714	\$ -	\$ 22,291,575
Employee benefits	2,987,102	310,903	176,962	134,006	-	3,608,973
Payroll taxes	1,263,370	131,494	74,844	56,677	-	1,526,385
Professional fees	100,929	420,368	25,112	9,306	-	555,715
Advertising and promotion	416,889	1,036,927	-	785,268	-	2,239,084
Office expense and printing	1,900,372	200,846	137,824	67,029	-	2,306,071
Utilities	1,485,926	5,829	9,433	2,782	-	1,503,970
Travel	109,076	73,513	4,242	2,994	-	189,825
Depreciation	3,209,877	143,016	231,436	68,273	-	3,652,602
Insurance	387,768	29,275	47,374	13,975	-	478,392
Animal collection	1,400,714	-	-	-	-	1,400,714
Cost of event food and product	816,906	-	-	-	173,126	990,032
Repairs and maintenance	569,145	8,147	-	-	-	577,292
Vendor commission	493,580	-	10,287	-	-	503,867
Grants	426,743	-	-	-	-	426,743
Bad debt expense and allowance adjustment	2,000	88,000	-	-	-	90,000
Other	693,963	116,729	100,300	2,434	-	913,426
Total expenses	<u>\$ 34,714,822</u>	<u>\$ 4,485,405</u>	<u>\$ 1,910,855</u>	<u>\$ 1,970,458</u>	<u>\$ 173,126</u>	<u>\$ 43,254,666</u>

See notes to consolidated financial statements

Arizona Center for Nature Conservation and Affiliate

Consolidated Statements of Cash Flows
Years Ended June 30, 2025 and 2024

	2025	2024
Cash Flows From Operating Activities		
Change in net assets	\$ 19,974,688	\$ 8,434,409
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	3,964,796	3,652,602
Amortization of right-of-use assets	68,248	73,381
(Gain) loss on disposal of asset	(2,400)	(170,003)
(Gain) loss on investments in limited liability companies	1,993	2,280
Contributions restricted for capital projects	(17,891,125)	(2,662,393)
Change in fair value of beneficial interest in perpetual trusts	(332,024)	(296,871)
Realized and unrealized (gain) loss on investments	(1,847,994)	(1,364,567)
Change in valuation allowance for accounts receivable	4,000	-
Change in valuation allowance for promises to give	(73,000)	90,000
Change in discount on long-term promises to give	783,000	32,000
Changes in operating assets and liabilities:		
(Increase) decrease in:		
Accounts receivable	(178,523)	(69,255)
Promises to give	137,770	(636,297)
Inventories	3,762	8,531
Prepaid expenses	186,923	(553,255)
Other assets	1,500	(3,000)
Increase (decrease) in:		
Accounts payable	(178,565)	737,355
Accrued expenses	(63,448)	1,613,130
Deferred revenue	71,096	(127,926)
Operating lease liabilities	(65,696)	(67,910)
Net cash provided by operating activities	4,565,001	8,692,211
Cash Flows From Investing Activities		
Purchases of investments	(34,737,535)	(12,180,514)
Proceeds from maturities and sales of investments	41,073,755	313,967
Proceeds from sale of asset	2,400	180,500
Purchases of property, equipment and construction in progress	(8,522,103)	(8,509,407)
Net cash used by investing activities	(2,183,483)	(20,195,454)
Cash Flows From Financing Activities		
Collection of contributions restricted for capital projects	6,486,703	1,717,718
Net cash provided by financing activities	6,486,703	1,717,718
Net increase (decrease) in cash and cash equivalents	8,868,221	(9,785,525)
Cash and Cash Equivalents, Beginning	10,128,302	19,913,827
Cash and Cash Equivalents, Ending	<u>\$ 18,996,523</u>	<u>\$ 10,128,302</u>
Reconciliation to Statements of Financial Position		
Cash and cash equivalents, current	\$ 7,322,531	\$ 4,013,899
Cash held for endowments	1,374,341	1,041,772
Cash and cash equivalents, long-term purposes	10,299,651	5,072,631
	<u>\$ 18,996,523</u>	<u>\$ 10,128,302</u>
Supplemental Cash Flow Disclosures		
Noncash investing transaction:		
Investment return on deferred compensation investment	\$ 225,439	\$ 211,406
Contributions made to the deferred compensation plan	\$ 213,426	\$ 120,196
Unpaid purchases of construction in progress	\$ 1,158,936	\$ 638,800

See notes to consolidated financial statements

Arizona Center for Nature Conservation and Affiliate

Notes to Consolidated Financial Statements

June 30, 2025 and 2024

1. Nature of Operations and Summary of Significant Accounting Policies

Arizona Center for Nature Conservation (ACNC) was formed in 1961 to inspire people to live in ways that promote the well-being of the natural world. In fulfillment of that mission, ACNC operates the Phoenix Zoo, a zoological park, located in Phoenix, Arizona to provide educational programs and actively participate in animal conservation efforts.

Phoenix Zoo Holdings, LLC (PZH) was organized by ACNC in April 2012. ACNC is the sole member of PZH, which was created for the purpose of receiving and holding contributed real estate.

Principles of Consolidation

The accompanying consolidated financial statements include the accounts of ACNC and PZH (collectively the Organization). All intercompany balances and transactions are eliminated in consolidation.

Basis of Presentation

The consolidated financial statements have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables and other liabilities. The Organization is required to report information regarding their financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Cash and Cash Equivalents

For the purpose of the consolidated statements of cash flows, the Organization considers all highly liquid debt instruments with an original maturity of 90 days or less at date of acquisition to be cash equivalents. Cash and money market funds held in investment accounts are reported as investments as they represent accounts used for the purchases and sales of investments and are excluded from this definition. Cash and highly liquid financial instruments restricted to: building projects, endowments that are perpetual in nature, or other long-term purposes are also excluded from this definition.

Accounts Receivable

Accounts receivable are carried at the outstanding balances less an allowance for credit losses, if applicable. The Organization evaluates the collectability of its accounts receivable based on a combination of factors, including historical experience, current events, and future events. The Organization records a reserve based on a percentage of the accounts receivable balance. Accounts are charged off against the allowance when they are deemed to be uncollectible.

Promises to Give

Unconditional promises to give are recognized as revenues in the period the promise is received and as assets, decreases of liabilities or expenses depending on the form of the benefits received. Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-free interest rates as determined by management applicable to the years in which the promises are received. Amortization of the discounts is reflected in contributions.

The Organization records a reserve based on a percentage of the promises to give balance to reduce the amounts recorded to what it believes will be collected. Promises are charged off against the allowance when they are deemed to be uncollectible.

Arizona Center for Nature Conservation and Affiliate

Notes to Consolidated Financial Statements

June 30, 2025 and 2024

Inventories

Inventories are stated at the lower of cost or net realizable value using the average cost method and consist primarily of uniforms, animal feed and supplies.

Fair Value Measurements

Accounting Standards establish a framework for measuring fair value which provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

The three levels of the fair value hierarchy are as follows:

Level 1 - Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

Level 2 - Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified term (contractual term), the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement and usually reflect the Organization's own assumptions about the assumptions that market participants would use in pricing the assets (i.e. real estate valuations, broker quotes).

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used maximize the use of observable inputs and minimize the use of unobservable inputs.

Investments

Investments with readily determinable fair values are measured at fair value in the consolidated statements of financial position. Investment income or loss (including realized and unrealized gains and losses on investments, interest and dividends less external investment fees) is included in the change in net assets in the accompanying consolidated statements of activities, unless the income or loss is restricted by donor or law.

The Organization holds a 20% share of the capital of KEMP-DCLL, LLC. This investment is recorded on the equity basis, adjusted for the Organization's proportionate share of its earnings and losses, as applicable. Investment income or loss is included in the change in net assets on the accompanying consolidated statements of activities.

Risks and Uncertainty

The Organization invests in various types of investments which are exposed to various risks, such as interest rate, market and credit risks. Due to the level of risk associated with certain investments, it is at least reasonably possible that changes in the values of investments will occur in the near term and that such changes could materially affect the amount reported in the consolidated statements of financial position.

Property and Equipment

Acquisitions of property and equipment in excess of \$10,000 are capitalized. Property and equipment are stated at cost or, if donated, at the approximate fair value at the date of donation. Depreciation of buildings and equipment is calculated using the straight-line method over the estimated useful lives of the respective assets.

Major additions and improvements are capitalized. Maintenance and repairs are expensed as incurred. When assets are retired or otherwise disposed of, the related costs and accumulated depreciation are removed from the accounts and gains and losses are included in operations.

Impairment of Long-Lived Assets

Long-lived assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to future net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets. Assets to be disposed of are reported at the lower of the carrying amount or fair value less costs to sell.

Endowment Funds

The Organization's endowment funds consist of seven individual funds established for a variety of purposes. Its endowment funds include both donor-restricted funds and funds designated by the Board of Trustees to function as endowments. As required by GAAP, net assets associated with endowment funds, including funds designated by the Board of Trustees to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Organization follows Arizona's Management of Charitable Funds Act (MCFA) and its own governing documents. MCFA requires the preservation of endowment funds. When a donor's intent is not expressed, MCFA directs the Organization to spend an amount that is prudent, consistent with the purposes of the fund, relevant economic factors and the donor's intent that the fund continues in perpetuity.

The Organization classifies as net assets with donor restrictions (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The donor-restricted endowment fund also includes accumulated earnings in the fund that are also classified as net assets with donor restrictions until those amounts are expended by the Organization in a manner consistent with the standard of prudence prescribed by MCFA.

In accordance with MCFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the various funds, (2) the purposes of the donor-restricted endowment funds, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) the Organization's other resources, and (7) the Organization's investment policies.

Arizona Center for Nature Conservation and Affiliate

Notes to Consolidated Financial Statements

June 30, 2025 and 2024

The Board of Trustees had designated certain net assets without donor restrictions as general endowment funds to support the mission of the Organization. Since these amounts resulted from an internal designation and are not donor-restricted, they are classified and reported as net assets without donor restrictions. The Organization's policy is to maintain the board designated net asset balance until the Board of Trustees approves spending from the funds. As of June 30, 2025 and 2024, the Board of Trustees plans to maintain these funds as reserves.

Investment Return Objectives, Risk Parameters and Strategies. The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment funds while also maintaining the purchasing power of those endowment assets over the long-term. Accordingly, the investment process seeks to achieve an after-cost total real rate of return, including investment income as well as capital appreciation, which exceeds the annual distribution with acceptable levels of risk. Endowment assets are invested in a well-diversified asset mix, which include, but are not limited to, domestic and international corporate stocks and bonds, cash equivalents, and government issued debt securities. The Organization expects its endowment funds over time to provide an average rate of return of 4.5% to 5% annually. Actual returns in any given year may vary from this amount.

Spending Policy. The Organization has allowed for appropriating for distributions each year up to 5% of its endowment fund's average value over the prior 12 quarters through the calendar year-end preceding the fiscal year in which the distribution is planned. In establishing this policy, the Organization considered the long-term expected return on its endowment. This is consistent with the Organization's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term, as well as to provide additional real growth through new gifts and investment return.

Beneficial Interest in Perpetual Trusts

The Organization is beneficiary to two perpetual trusts. Under these agreements, the Organization recorded contributions with donor restrictions at the fair value of the Organization's beneficial interest in the trust assets. Distributions from the trust assets are recorded as investment income without donor restrictions in the accompanying consolidated statements of activities. Subsequent changes in fair value of the beneficial interest in the trust assets are recorded as changes in value of beneficial interest in perpetual trusts with donor restrictions.

Leasing Activities

The Organization recognizes the assets and liabilities arising from leases on the statements of financial position. At lease inception, leases are classified as either finance leases or operating leases with the associated right-of-use asset and lease liability measured at the net present value of future lease payments. Operating lease right-of-use assets are expensed on a straight-line basis as lease expense over the noncancelable lease term. The Organization does not separate lease and nonlease components for all asset classes when determining the measurement of the right-of-use assets and lease liabilities. When the rate implicit in the lease is not determinable, rather than use the Organization's incremental borrowing rate, the Organization uses a risk-free discount rate for the initial and subsequent measurement of lease liabilities for all asset classes. Right-of-use assets are assessed for impairment in accordance with the Organization's long-lived asset policy. The Organization reassesses lease classification and remeasures right-of-use assets and lease liabilities when a lease is modified, and that modification is not accounted for as a separate new lease or upon certain other events that require reassessment. In addition, the Organization does not apply the recognition requirements to any leases with an original term of 12 months or less, for which the Organization is not likely to exercise a renewal option or purchase the asset at the end of the lease; rather short-term leases are recorded on a straight-line basis over the lease term.

Arizona Center for Nature Conservation and Affiliate

Notes to Consolidated Financial Statements

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Revenue Recognition

Earned revenues where performance obligations are satisfied at a point in time with a single performance obligation consist of admissions, educational and group services, retail sales of merchandise and food and beverages, and ticket revenue for special events. Payment for these services are due in advance of guest admission or event attendance, or at the time the goods and services are transferred.

Earned revenues where performance obligations are satisfied over time consist primarily of membership dues. Membership dues revenue is recognized over the term of the membership as the membership benefits are provided to the members on a monthly basis over the membership term. Membership dues are generally due to be paid by the beginning of the membership term.

Deferred revenue includes proceeds from membership dues and group event revenues received prior to the fiscal year in which the event occurs. Changes in deferred revenue for the years ended June 30 are as follows:

	Memberships	Group Events and Other	Total
Balance at June 30, 2023	\$ 4,833,939	\$ 553,488	\$ 5,387,427
Amounts received	7,777,837	1,861,891	9,639,728
Revenue recognized	(7,874,112)	(1,893,542)	(9,767,654)
Balance at June 30, 2024	4,737,664	521,837	5,259,501
Amounts received	7,910,421	2,029,279	9,939,700
Revenue recognized	(8,135,062)	(1,733,542)	(9,868,604)
Balance at June 30, 2025	<u>\$ 4,513,023</u>	<u>\$ 817,574</u>	<u>\$ 5,330,597</u>

Contributions

Contributions, grants and bequests, including promises to give, are received and recorded as support with donor restrictions or as support without donor restrictions, depending on the existence and/or nature of any donor restrictions. All donor-restricted support is reported as an increase in net assets with donor restrictions. When a donor restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. Conditional contributions are recognized when the conditions on which they depend are substantially met.

Donated Materials and Services

Contributions of donated nonmonetary assets (in-kind donations) are recorded at their estimated fair values in the period received. Contributions of donated services that create or enhance nonfinancial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donated services, are recorded at their fair market values in the period received. The Organization utilizes the services of numerous volunteers who support the programs and activities of the Organization. For the years ended June 30, 2025 and 2024, the Organization received the benefit of approximately 400 and 300 volunteers, respectively, and approximately 41,000 and 39,000 hours of service from volunteers, respectively. This support has not been recorded in the accompanying consolidated financial statements as it does not meet the recognition criteria.

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Advertising

The Organization uses advertising to promote its programs to the community it serves. Advertising costs are charged to operations as incurred. Advertising expense charged to operations was approximately \$1,033,000 and \$999,000 for the years ended June 30, 2025 and 2024, respectively, not including in-kind donations of approximately \$524,000 and \$455,000, respectively, as described in Note 13.

Animal Collection

In accordance with industry practice the animal collection is not recorded as there is no objective basis for establishing value. The Organization holds its animal collection for public exhibition, education, and research rather than financial gain. Additionally, the animal collection has numerous attributes, including species, age, sex, relationships and value to other animals, endangered status, and breeding potential, whereby it is impracticable to assign value. Acquisitions and sales of animals are recorded as operating expense or revenue in the year of purchase or sale. The proceeds from sales of animals may be used for acquisitions of new animals or the direct care of existing animals.

As an accredited member of the Association of Zoos and Aquariums (AZA), the Organization adheres to the comprehensive animal wellbeing and veterinary care standards prescribed by AZA. The standards are met and evaluated to maintain accreditation in this professional organization. The Organization has adopted a definition of direct care which includes utilization of professional animal care staff, highly qualified veterinarians and animal health care staff, access to modern veterinary facilities and equipment, species-specific diet and nutritional services, behavioral enrichment and preventative veterinary medicine. These high standards for direct care are designed to ensure the wellbeing of the animals in their collection, so that they may continue to benefit the public through exhibition and education.

Purchases of animal collections are recorded as decreases in net assets without donor restrictions if purchased with assets without donor restrictions and as decreases in net assets with donor restrictions if purchased with donor-restricted assets. Acquisition costs of animal collections for the years ended June 30, 2025 and 2024 totaled approximately \$47,000 and \$53,000, respectively. Contributions of animal collections are not recognized in the consolidated statements of activities.

Functional Allocation of Expenses

The costs of providing the various programs and activities have been summarized on a functional basis in the consolidated statements of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Certain employee positions are allocated based on time and effort. Other expenses, including office expense and printing are allocated based on a full-time employee equivalent basis. Utilities and depreciation expense are allocated based on utilization by function.

Net Assets

The Organization reports information regarding its financial position and activities according to two classes of net assets as follows:

Net Assets Without Donor Restrictions - Net assets available for use in general operations and not subject to donor or grantor restrictions. The governing board has designated, from net assets without donor restrictions, net assets for operating reserves and board designated endowments.

Net Assets With Donor Restrictions - Net assets whose use is limited by donor-imposed time and/or purpose restrictions. Gifts of long-lived assets and gifts of cash restricted for acquisition of long-lived assets are recognized as revenue with donor restrictions when received and released from restriction when the assets are placed in service. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Arizona Center for Nature Conservation and Affiliate

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Self-Funded Group Health Insurance

The Organization has a partially self-funded group health insurance plan for the benefit of its employees. The Organization pays health insurance claims up to \$125,000 per covered participant, with claims in excess of that amount being covered by stop loss insurance. The plan is administered by a third-party administrator who purchases reinsurance contracts to limit claim exposure. Estimates for claims payable, which include both reported and incurred but not yet reported claims, are recorded in accrued expenses, at which time claims expense is also recorded. The amounts charged to expense for claims and premium costs were approximately \$2,685,000 and \$2,673,000 for the years ended June 30, 2025 and 2024, respectively.

Income Tax Status

ACNC qualifies as a tax-exempt organization under Section 501 (c)(3) of the Internal Revenue Code. In addition, ACNC has been classified as an organization that is not a private foundation under Section 501(a)(3). However, income determined to be unrelated business taxable income (UBTI) would be subject to income tax. During the years ended June 30, 2025 and 2024, ACNC incurred income tax expense of approximately \$7,000 in both years, relating to UBTI. UBTI is related to income from investments in the limited liability companies and advertising revenue.

The Organization recognizes uncertain tax positions in the consolidated financial statements when it is more likely-than-not that the positions will not be sustained upon examination by the tax authorities. As of June 30, 2025 and 2024, the Organization had no uncertain tax positions that qualify for either recognition or disclosure in the consolidated financial statements.

The Organization recognizes interest and penalties associated with income tax in operating expenses. During the years ended June 30, 2025 and 2024, the Organization did not have any income tax related interest and penalty expense.

Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

Reclassifications

Certain accounts on the prior year consolidated financial statements have been reclassified for comparative purposes to conform to the current year consolidated financial statement presentation. These reclassifications had no impact on the change in net assets for the year ended June 30, 2024.

Date of Management's Review

In preparing these consolidated financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through December 4, 2025, the date the consolidated financial statements were available to be issued.

Arizona Center for Nature Conservation and Affiliate

Notes to Consolidated Financial Statements

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2. Liquidity and Availability

The Organization regularly monitors liquidity required to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. The Organization has various sources of liquidity at its disposal, including cash and marketable debt and equity securities.

The following reflects the Organization's financial assets as of June 30, 2025 and 2024, reduced by amounts not available for general use within one year because of donor-imposed or other restrictions or internal designations.

Amounts available include the Board-approved appropriation from the endowment funds for the following year.

	2025	2024
Current assets	\$ 34,333,411	\$ 37,581,125
Operating investments	3,773,538	3,028,386
Estimated amounts appropriated for expenditure from endowment funds	83,000	83,000
	38,189,949	40,692,511
Amounts not available in the next year:		
Inventory, included in current assets	(115,135)	(118,897)
Prepaid expenses, included in current assets	(619,610)	(806,533)
Board designated projects	(865,000)	(1,023,000)
Financial assets available to meet cash needs for general expenditures within one year	\$ 36,590,204	\$ 38,744,081

For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Organization considers all expenditures related to its ongoing activities as well as the conduct of services undertaken to support those activities to be general expenditures. Of the Board-designated reserve funds in the amount of \$6,154,881 and \$5,160,736 as of June 30, 2025 and 2024, respectively, \$865,000 and \$1,023,000 are authorized to be spent on eligible projects and are therefore deducted from the analysis as they are not available to meet operating needs at June 30, 2025 and 2024, respectively. These funds as well as board designated endowments of \$12,358,313 and \$10,983,764 at June 30, 2025 and 2024, respectively, could be drawn upon if the governing board approves that action. Additionally, while the operating investments are classified as long-term on the consolidated statements of financial position based on management's intent, these investments could be readily liquidated without significant penalty to fund operating cash flow needs, therefore the operating investment balance is included in the calculation of amounts available for expenditures above.

In addition to financial assets available to meet general expenditures over the next 12 months, the Organization anticipates collecting sufficient revenue to cover general expenditures not covered by donor-restricted resources. Refer to the statement of cash flows which identifies the sources and uses of the Organization's cash and shows positive cash generated by operating activities for the years ended June 30, 2025 and 2024.

Arizona Center for Nature Conservation and Affiliate

Notes to Consolidated Financial Statements

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3. Concentrations of Credit Risk

Financial instruments that potentially subject the Organization to significant concentrations of credit risk consist principally of cash and cash equivalents and investments. The Organization maintains its cash in bank accounts, which at times may exceed federally insured limits. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash balances.

Investment balances with stock brokerage firms are insured up to \$500,000 by the Securities Investor Protection Corporation. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on investment balances.

4. Promises to Give

Promises to give at June 30 consist of and are restricted for the following purposes:

	2025	2024
Capital campaign and other capital projects	\$ 14,219,533	\$ 2,815,112
Bequests and trusts	711,108	870,253
Other	35,126	13,750
Total promises to give	14,965,767	3,699,115
Discount to present value	(984,000)	(201,000)
Allowance for uncollectible promises	(191,000)	(264,000)
Net promises to give	\$ 13,790,767	\$ 3,234,115

The estimated cash flows for promises to give were discounted over the collection period using a discount rate of 5%.

Promises to give, net of discount to present value and allowance for uncollectible promises, are due as follows at June 30:

	2025	2024
Promises to give due within one year	\$ 6,788,213	\$ 1,811,359
Promises to give due in one to five years	7,002,554	1,422,756
	\$ 13,790,767	\$ 3,234,115

The Organization's promises to give consist of contributions from individuals, charitable foundations and companies. At June 30, 2025, approximately 82% of gross promises to give are amounts due from three donors. At June 30, 2024, approximately 65% of gross promises to give are amounts due from three donors. Concentrations of credit risk with respect to these promises to give are limited due to the relationship and history with these donors. Concentration of risk is defined as any pledge from a single donor that exceeds 10% of the gross value of total promises to give.

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Notes to Consolidated Financial Statements

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5. Investments and Fair Value of Financial Instruments

The total investment balance consists of the following accounts as presented on the consolidated statements of financial position as of June 30:

	2025	2024
Operating investments	\$ 3,773,538	\$ 3,028,386
Endowment investments	13,233,956	12,044,322
Treasury bills	25,192,099	31,615,111
457 deferred compensation plans	2,524,328	1,961,278
Charitable gift annuities	68,224	63,700
	<u>\$ 44,792,145</u>	<u>\$ 48,712,797</u>

Investments with readily determinable fair values are measured at fair value in the consolidated statements of financial position as determined by quoted market prices in active markets (Level 1). The fair value of the interests in the perpetual trusts is estimated at the fair value of the Organization's portion of the underlying assets of the trust using information provided by the trustee (Level 3).

The following is a summary of financial instruments measured at fair value on a recurring basis at June 30, 2025:

	Level 1	Level 2	Level 3	Total
Investments:				
Cash and money market funds	\$ 2,039,347	\$ -	\$ -	\$ 2,039,347
Fixed income	3,523,025	-	-	3,523,025
Equity funds	8,654,648	-	-	8,654,648
Treasury bills	25,192,099	-	-	25,192,099
Exchange traded funds	2,790,474	-	-	2,790,474
	<u>42,199,593</u>	<u>-</u>	<u>-</u>	<u>42,199,593</u>
457 deferred compensation plans:				
Equity funds	2,524,328	-	-	2,524,328
	<u>2,524,328</u>	<u>-</u>	<u>-</u>	<u>2,524,328</u>
Charitable gift annuities:				
Exchange traded funds	68,224	-	-	68,224
	<u>68,224</u>	<u>-</u>	<u>-</u>	<u>68,224</u>
Total investments	<u>44,792,145</u>	<u>-</u>	<u>-</u>	<u>44,792,145</u>
Beneficial interest in perpetual trusts	-	-	5,992,591	5,992,591
	<u>\$ 44,792,145</u>	<u>\$ -</u>	<u>\$ 5,992,591</u>	<u>\$ 50,784,736</u>

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The following is a summary of financial instruments measured at fair value on a recurring basis at June 30, 2024:

	Level 1	Level 2	Level 3	Total
Investments:				
Cash and money market funds	\$ 1,945,714	\$ -	\$ -	\$ 1,945,714
Bond funds	3,326,119	-	-	3,326,119
Equity funds	8,858,471	-	-	8,858,471
Debt instruments	31,615,111	-	-	31,615,111
Exchange traded funds	942,404	-	-	942,404
	<u>46,687,819</u>	<u>-</u>	<u>-</u>	<u>46,687,819</u>
457 deferred compensation plans:				
Equity funds	1,961,278	-	-	1,961,278
	<u>1,961,278</u>	<u>-</u>	<u>-</u>	<u>1,961,278</u>
Charitable gift annuities:				
Exchange traded funds	63,700	-	-	63,700
	<u>63,700</u>	<u>-</u>	<u>-</u>	<u>63,700</u>
Total investments	<u>48,712,797</u>	<u>-</u>	<u>-</u>	<u>48,712,797</u>
Beneficial interest in perpetual trusts	-	-	5,660,567	5,660,567
	<u>\$ 48,712,797</u>	<u>\$ -</u>	<u>\$ 5,660,567</u>	<u>\$ 54,373,364</u>

The following is a reconciliation of the beginning and ending balances of assets measured at fair value on a recurring basis using significant unobservable (Level 3) inputs during the years ended June 30:

Balance at June 30, 2023	\$ 5,363,696
Change in fair value	<u>296,871</u>
Balance at June 30, 2024	5,660,567
Change in fair value	<u>332,024</u>
Balance at June 30, 2025	<u>\$ 5,992,591</u>

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Investment income, including the loss on investments in limited liability companies, is summarized as follows for the years ended June 30:

	2025	2024
Interest and dividends	\$ 2,093,129	\$ 2,507,000
Distributions from trusts	266,882	245,583
Realized gains/(losses)	(439,314)	(4,058)
Unrealized gains/(losses)	2,287,308	1,368,625
Investment fees	(56,627)	(48,137)
Total investment income	<u>\$ 4,151,378</u>	<u>\$ 4,069,013</u>

6. Investments in Limited Liability Companies

In February 2009, the Kemper and Ethel Marley Foundation (KEMF) gifted the Organization a 20% membership interest in KEMF-DCLL, LLC (the LLC), a general partnership formed to acquire and hold interest in DC Livestock Company, LLLP. KEMF, the managing member, has assigned the Organization the rights to receive distributions of certain net cash flows from the LLC in proportion to its membership interest. Additionally, the Organization does not have any obligations to make capital contributions to the LLC and is not able to withdraw any capital contributions, money or property from the LLC without written consent of KEMF. Per the operating agreement between KEMF and the Organization, the use of any net proceeds received by the Organization from this gifted interest must be used in accordance with parameters described in the agreement and must be approved by a majority vote of the Administrative Committee of KEMF.

The activity for investments in limited liability companies for the years ended June 30, 2025 and 2024 are as follows:

Membership capital, June 30, 2023	\$ 77,697
Allocation of operating income (loss)	<u>(2,280)</u>
Membership capital, June 30, 2024	75,417
Allocation of operating income (loss)	<u>(1,993)</u>
Membership capital, June 30, 2025	<u>\$ 73,424</u>

7. Beneficial Interest in Perpetual Trusts

The Organization is the income beneficiary of two perpetual trusts. The trust funds are held and controlled by third-party trustees. The Organization is entitled to a specified percentage of the annual income distributions from each of the trusts as defined in the trust agreements. The Organization will also be entitled to a specified percentage of the total amount of the corpus assets that will be distributed if the trusts are ever dissolved. The Organization estimated the fair value of its beneficial interest in perpetual trusts at June 30, 2025 and 2024 based upon the Organization's respective interest in the value of the underlying assets held by the trust. For the years ended June 30, 2025 and 2024, distributions from the perpetual trusts totaled approximately \$267,000 and \$246,000, respectively, and are included in investment income without donor restrictions in the accompanying consolidated statements of activities.

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8. Property and Equipment

Property and equipment consisted of the following at June 30:

	2025	2024
Exhibits and enclosures	\$ 48,540,156	\$ 42,018,404
Buildings and improvements	31,551,970	31,334,129
Ground installations	12,075,037	11,543,929
Machinery and equipment	17,449,187	15,345,001
Vehicles	1,225,239	1,580,349
	110,841,589	101,821,812
Accumulated depreciation	(67,487,275)	(64,251,034)
	43,354,314	37,570,778
Construction-in-progress	4,177,183	4,244,476
	<u>\$ 47,531,497</u>	<u>\$ 41,815,254</u>

As of June 30, 2025 and 2024, construction-in-progress includes design and construction costs related to various contracts for capital projects to improve animal exhibits and other areas within ACNC facilities with an estimated cost of \$25,922,000 and \$7,224,000, respectively. The remaining commitment on these contracts is approximately \$22,845,000 and \$4,577,000 at June 30, 2025 and 2024, respectively.

Depreciation expense was \$3,964,796 and \$3,652,602 for the years ended June 30, 2025 and 2024, respectively.

9. Endowment Funds

Endowment net asset composition by type of fund as of June 30, 2025 is as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Board-designated	\$ 12,358,312	\$ -	\$ 12,358,312
Donor-restricted:			
Original donor-restricted amount	-	1,665,593	1,665,593
Accumulated investment earnings	-	584,392	584,392
Total endowment funds	<u>\$ 12,358,312</u>	<u>\$ 2,249,985</u>	<u>\$ 14,608,297</u>

Endowment net asset composition by type of fund as of June 30, 2024 is as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Board-designated	\$ 10,983,764	\$ -	\$ 10,983,764
Donor-restricted:			
Original donor-restricted amount	-	1,665,593	1,665,593
Accumulated investment earnings	-	436,737	436,737
Total endowment funds	<u>\$ 10,983,764</u>	<u>\$ 2,102,330</u>	<u>\$ 13,086,094</u>

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Changes in endowment funds for the years ended June 30 are as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Balance at June 30, 2023	\$ 8,959,365	\$ 1,951,840	\$ 10,911,205
Investment income	786,156	142,837	928,993
Realized and unrealized gains	475,696	86,433	562,129
Board designations	920,867	-	920,867
Contributions	-	100	100
Amounts expended	(158,320)	(78,880)	(237,200)
Balance at June 30, 2024	10,983,764	2,102,330	13,086,094
Investment income	826,194	133,529	959,723
Realized and unrealized gains	514,021	83,075	597,096
Board designations	566,881	-	566,881
Amounts expended	(532,548)	(68,949)	(601,497)
Balance at June 30, 2025	\$ 12,358,312	\$ 2,249,985	\$ 14,608,297

10. Net Assets With Donor Restrictions

Net assets with donor restrictions consist of the following at June 30:

	2025	2024
Purpose restricted:		
Interest in perpetual trusts	\$ 5,992,591	\$ 5,660,567
Time and purpose restricted:		
Capital campaign and other capital projects	26,708,198	9,863,603
Investments in limited liability companies	73,424	75,417
Promises to give, net	698,108	843,254
Conservation field support	125,816	139,697
Charcoan peccary conservation	1,131,700	1,156,447
Other	47,668	130,584
	28,784,914	12,209,002
Endowment funds:		
Portion of perpetual endowment funds that is required to be retained permanently	1,665,593	1,665,593
Investment income subject to a time restriction under MCFA	584,392	436,737
	2,249,985	2,102,330
	\$ 37,027,490	\$ 19,971,899

11. Employee Benefit Plans

The Organization has a 401(k) defined contribution savings plan. The Organization amended its plan as of January 2025 to match employee contributions to the 401(k) plan at the rate of \$0.50 for each \$1.00 contributed, up to the first 8% of annual compensation contributed by the employee. Previously, that match was restricted to the first 4% of annual compensation contributed. Employer matching contributions for the years ended June 30, 2025 and 2024 totaled approximately \$642,000 and \$354,000, respectively.

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The Organization also has both a 457(b) and 457(f) nonqualified deferred compensation retirement plan covering the current Chief Executive Officer and other officers of the Organization. Both the 457(b) and 457(f) plans provide for employer contributions at the discretion of the Organization's Board of Trustees. Contributions by the Organization to the plans totaled approximately \$133,000 and \$200,000 for the years ended June 30, 2025 and 2024, respectively, and are included in accrued liabilities in the accompanying consolidated statements of financial position. While the Organization has segregated funds totaling approximately \$2,524,000 and \$1,961,000 as of June 30, 2025 and 2024, respectively, these funds remain available to the general creditors of the Organization.

12. Leasing Activities

The Organization leases office equipment, land and building under several operating leases, with varying expiration dates through May 2033, requiring monthly payments of approximately \$8,900. The Organization also has a month-to-month lease agreement for certain themed displays.

Right-of-use assets represent the Organization's right to use an underlying asset for the lease term, while lease liabilities represent the Organization's obligation to make lease payments arising from the lease. Right-of-use assets and lease liabilities are recognized at the commencement date of a lease based on the net present value of lease payments over the lease term.

The Organization made significant assumptions and judgments in applying the requirements for leases.

In particular, the Organization:

- Evaluated whether a contract contains a lease, by considering factors such as whether the Organization obtained substantially all rights to control an identifiable underlying asset and whether the lessor has substantive substitution rights.
- Determined whether contracts contain embedded leases.
- Determined for leases that contain a residual value guarantee, whether a payment at the end of the lease term was probable and, accordingly, whether to consider the amount of a residual value guarantee in future lease payments.

The Organization does not have any leasing transactions with related parties.

Below is a summary of expenses incurred pertaining to leases during the years ended June 30:

	2025	2026
Operating lease expense	\$ 77,362	\$ 84,855
Short-term lease expense	205,000	175,000
Total	<u>\$ 282,362</u>	<u>\$ 259,855</u>

The following table summarizes the operating lease right-of-use asset and lease liability as of June 30:

	2025	2024
Operating leases:		
Operating lease right-of-use asset	<u>\$ 213,413</u>	<u>\$ 281,661</u>
Current operating lease liability	\$ 71,328	\$ 65,934
Long-term operating lease liability	<u>149,878</u>	<u>220,968</u>
Total	<u>\$ 221,206</u>	<u>\$ 286,902</u>

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As of June 30, 2025 and 2024, the right-of-use assets and lease liability were calculated using a weighted-average discount rate of 3.17% and 3.79%, respectively. As of June 30, 2025 and 2024, the weighted-average remaining lease term was 2.92 and 3.99 years, respectively.

The table below summarizes the Organization's scheduled future minimum lease payments for years ending after June 30:

Years ending June 30:	
2026	\$ 77,747
2027	80,813
2028	69,741
2029	1,231
2030	1,231
Thereafter	<u>2,462</u>
Total lease payments	233,225
Less present value discount	<u>(12,019)</u>
Total lease liabilities	221,206
Less current portion	<u>(71,328)</u>
Total	<u><u>\$ 149,878</u></u>

The following table includes supplemental cash flow and noncash information related to the lease for the years ended June 30:

	<u>2025</u>	<u>2024</u>
Cash paid for leases:		
Operating cash flows for operating leases	\$ 74,809	\$ 79,384

13. Donated Materials and Services

Donated materials and services consisted of the following for the year ended June 30, 2025:

	<u>Programs</u>	<u>Management and General</u>	<u>Fundraising and Membership Development</u>	<u>Assets</u>	<u>Total</u>
Advertising	\$ -	\$ 522,394	\$ -	\$ -	\$ 522,394
Rent	-	96,300	-	-	96,300
Other	<u>20,620</u>	<u>-</u>	<u>388,904</u>	<u>-</u>	<u>409,524</u>
Total donated materials and services	<u><u>\$ 20,620</u></u>	<u><u>\$ 618,694</u></u>	<u><u>\$ 388,904</u></u>	<u><u>\$ -</u></u>	<u><u>\$ 1,028,218</u></u>

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Donated materials and services consisted of the following for the year ended June 30, 2024:

	Programs	Management and General	Fundraising and Membership Development	Assets	Total
Advertising	\$ -	\$ 454,779	\$ -	\$ -	\$ 454,779
Rent	-	96,300	-	-	96,300
Other	3,385	13,462	205,270	-	222,117
Total donated materials and services	<u>\$ 3,385</u>	<u>\$ 564,541</u>	<u>\$ 205,270</u>	<u>\$ -</u>	<u>\$ 773,196</u>

Advertising is valued based on current rates of advertising services provided in the Phoenix metropolitan area by the advertising company. Rent is valued based on estimated market rental rates for similar properties in the vicinity of the Organization in the state of Arizona. Other donated materials and services are valued based on the current rates that would be used to purchase the materials or the service that was provided by vendors in the Phoenix metropolitan area.

None of the donated materials and services provided for the years ended June 30, 2025 and 2024 were restricted by the donors.

14. Related-Party Transactions

During the years ended June 30, 2025 and 2024, the Organization recognized donations in the amounts of approximately \$5,629,000 and \$201,000, respectively, from Board members, employees, and volunteers. Included in total promises to give at June 30, 2025 and 2024 is approximately \$4,059,000 and \$81,500, respectively, due from Board members, employees and volunteers.